

EXHIBIT 11

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Sue Stalzer • 3rd

Partner at Stalzer & Gavanese ~ Baird & Warner

Baird & Warner • Oakland University

Greater Chicago Area • 429

Message



Specializing in residential real estate sales. Serving the western suburbs of Chicagoland. Whether you're buying, selling, relocating, moving up, downsizing, or just want a change, Stalzer & Gavanese can help!

Experience



Partner Stalzer & Gavanese~Licensed Realtor

Baird & Warner

Dec 2016 – Present • 1 yr 4 mos

St. Charles, IL

Serving the western suburbs of Chicagoland. Whether buying or selling, relocating, downsizing, moving up or just looking for a change, we can help!



Team GTS- Gavanese/Turrieff/Stalzer

Baird & Warner

Jan 2015 – Present • 3 yrs 3 mos

In January of 2015, I formed a team with two other outstanding brokers, Anne Gavanese, and Tod Turrieff. Together we have more than 20 years of real estate experience. We each bring unique qualities to this partnership and the combination has been outstanding. Between the three of us, we can meet our clients needs and commit to continue to give exceptional service to our clients in every capacity in the course of their real estate transactions.



Realtor

Baird & Warner

Mar 2011 – Present • 7 yrs 1 mo

Working with buyers, sellers and investors to negotiate the best possible deals for my clients

PTO President

Bell Graham Elementary

Jun 2013 – Jun 2015 • 2 yrs 1 mo

Oversee the business of the PTO, including delegating responsibilities, running business meetings, setting budgets, conflict resolution, chairing fundraising events



PTA Board

Rochester Community Schools

2004 – 2007 • 3 yrs

Managed a large volunteer organization. Serve on regional PTA council, and advisory board to the school district. Responsible for fundraisers, bringing in over \$40,000 for our school. Working

Contact and Personal Info

Sue's Profile and Websites

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People Also Viewed



Marla Schneider • 3rd

Realtor at Coldwell Banker Residential Brokerage



Renee Naffziger • 3rd

Branch Manager at Baird & Warner



Kimberly Kissel • 3rd

Broker REALTOR® ~ Century 21 Affiliated



Renee Martin Anderson • 3rd

Realtor - Baird & Warner



Julie Shannon Brown • 3rd

Agent/Broker for Baird & Warner



Heather Davern • 3rd

Licensed Realtor at Baird & Warner / Freelance Media Professional



Billy Rowe • 3rd

Exclusively Helping Salon/Spa Owners Save Money On Taxes & Increase Profits

Vicki Koeune

Real Estate Broker at Berkshire Hathaway HomeServices



Dorothy Kolschowsky • 3rd

Real Estate Broker



Jane Fiore • 3rd

Marketing and Sponsorship Professional

Learn the skills Sue has

Pitching to Investors

Viewers: 45,209

Persuasive Selling

Viewers: 34,987

The Science of Sales

1 Messaging

collectively with administrators to determine enrichment opportunities for students.



Adjunct Faculty
Frederick Community College
1997 – 1999 • 2 yrs

Taught composition and literature classes. Served on Admissions Advisory Committee

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Education

Oakland University
B.A., M.A., English
1991 – 1997

Graduated with honors, worked as a teaching assistant throughout my master's program.



Hollins University
1986 – 1987

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Featured Skills & Endorsements

Sellers • 27



Endorsed by Larry. Smith, who is highly skilled at this



Endorsed by 3 of Sue's colleagues at Baird & Warner

Investors • 21

Nick Laterza and 20 connections have given endorsements for this skill

Buyer Representat... • 13



Endorsed by Dominic Galto, who is highly skilled at this

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Recommendations

Received (1)

Given (1)



Michelle Langworthy
Senior Designer +
Photographer
May 17, 2013, Michelle was a
client of Sue's

Sue Stalzer is a consummate professional - and an incredible asset in the real estate market. My husband and I were looking for a realtor to help relocated our growing family to St. Charles / Geneva from the city and Sue went so far above and beyond in helping us find our perfect fit. She was unbiased, informative, thoughtful and incredibly hardworking. She worked with our less than convenient schedule, and didn't bat an eyelash when our financial circumstances suddenly turned us from home buyers to renters. She found us our perfect temporary solution until we're able to get back into the home buying market.

I wish the rest of my city friends would move out this way so that I could refer them to Sue!

Accomplishments

3

Organizations

Illinois Association of Realtors • National Association of Realtors • Realtor Association Of The Fox Valley

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